



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011

Solicitation #: 2012-056

Project Name: Juniper Network Switches

Department: Information Technology

	BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
	TAMPA, FL	ARLINGTON, TX	DALLAS, TX	

FIBER BACKBONE SITES (10Ge)

West Side Regional Command Center

NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
1	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00	
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B	
2	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00	
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	
3	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (WSRCC to 3Hills Via Dragon Wave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	
4	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (WSRCC to CCH)	\$7,650.72	\$6,700.00	\$3,800.00	

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PART NUMBER	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	
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	TAMPA, FL	ARLINGTON, TX	DALLAS, TX	

County Courthouse

NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
5	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00	
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B	
6	4	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3x Ubiquiti PMP)	\$1,209.16	\$1,058.60	\$600.40	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
7	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (CCH to RangerPeak Via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	
8	1	Small Form Factor Pluggable 1000Base-LX Gigabit Ethernet Optic Module (CCH to SHHQ via GigaMan)	\$761.20	\$666.65	\$378.10	
PART NUMBER			SFP-1GE-LX	SFP-1GE-LX	SFP-1GE-LX	

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County Courthouse						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
9	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00	
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	
10	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (CCH to WSRCC)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	
11	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1310nm for 10Km transmission. (CCH to MDR)	\$3,672.17	\$3,216.00	\$1,824.00	
PART NUMBER			XFP-10G-L-OC192-SR1	XFP-10G-L-OC192-SR1	XFP-10G-L-OC192-SR1	
MDR DataCenter						
12	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Flow, Junos M/M / 4x10G fixed	\$38,250.00	\$33,500.00	\$19,000.00	

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show, Junos vvv (4x10G fixed
ports restricted, MIC in empty
slot sold separately)

PART NUMBER

MX80-10G-AC-B

MX80-10G-AC-B

MX80-10G-AC-B

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			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
MDR Datacenter						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
13	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00	
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	
14	2	10GE pluggable transceiver, 850nm for 300m transmission (Connecting from Juniper to both Nexus 7000)	\$4,590.22	\$4,020.00	\$2,280.00	
PART NUMBER			XFP-10G-S	XFP-10G-S	XFP-10G-S	
15	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1310nm for 10Km transmission. (MDR to CCH)	\$3,672.17	\$3,216.00	\$1,824.00	
PART NUMBER			XFP-10G-L-OC192-SR1	XFP-10G-L-OC192-SR1	XFP-10G-L-OC192-SR1	
16	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (MDR to POD)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	

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POD Datacenter						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
17	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00	
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B	
18	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00	
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	
19	2	10GE pluggable transceiver, 850nm for 300m transmission (Connecting from Juniper to both Nexus 7000)	\$4,590.22	\$4,020.00	\$2,280.00	
PART NUMBER			XFP-10G-S	XFP-10G-S	XFP-10G-S	
20	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (POD to MDR)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	

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			BIT DIRECT INC. TAMPA, FL	LANTANA COMMUNICATIONS CORPORATION ARLINGTON, TX	M + S TECHNOLOGIES, INC. DALLAS, TX	
POD Datacenter						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
21	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (POD to FS35)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	
Fire Station 35						
22	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00	
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B	
23	2	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (FS35 to UMC tower and Clint Tower Via Dragonwave)	\$765.22	\$670.00	\$380.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	
24	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00	
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	

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	TAMPA, FL	ARLINGTON, TX	DALLAS, TX	

Fire Station 35

NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
25	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (FS35 to POD)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	

Sheriff Headquarters

26	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00	
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B	
27	2	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (SOHQ to DPS Tower Via Dragonwave)	\$765.22	\$670.00	\$380.00	

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PART NUMBER

SFP-1GE-SX

SFP-1GE-SX

SFP-1GE-SX

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			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
Sheriff Headquarters						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
28	1	Small Form Factor Pluggable 1000Base-LX Gigabit Ethernet Optic Module (SOHQ to CCH via Gigaman)	\$761.20	\$666.65	\$378.10	
PART NUMBER			SFP-1GE-LX	SFP-1GE-LX	SFP-1GE-LX	
29	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00	
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	
30	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (FS35 to POD)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	

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	TAMPA, FL	ARLINGTON, TX	DALLAS, TX	

City 3 Hills Tower

NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
31	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$22,567.50	\$19,765.00	\$11,210.00	
		PART NUMBER	MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
32	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
		PART NUMBER	SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
33	2	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (3Hills tower to WSRCC and Kfox via Dragonwave)	\$765.22	\$670.00	\$380.00	
		PART NUMBER	SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

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	TAMPA, FL	ARLINGTON, TX	DALLAS, TX	

Microwave Sites (GigE)

KFOX Site MRE (Rear Tower)

NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
34	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
35	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
36	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (Kfox MRE tower to 3Hills tower)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

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			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
Ranger Peak (Pinnacle)						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
37	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
38	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
39	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (Ranger Peak Tower to CCH via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

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			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
DPS Tower						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
40	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
41	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
42	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (DPS Tower to SOHQ via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

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			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
Clint Tower						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
43	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
44	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
45	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (Clint Tower to FS35 via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

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			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
UMC Tower						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
46	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
47	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
48	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (UMC Tower to FS35 via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

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			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
Annual Maintenance						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
49	6	Juniper Care Core Plus Support for MX10-T-AC	\$8,482.32	\$9,009.00	\$9,207.00	
PART NUMBER			SVC-CP-MX10-T-AC	SVC-CP-MX10-T-AC	SVC-CP-MX10-T-AC	
50	6	Juniper Care Core Plus Support for MX5-T-AC	\$5,613.78	\$5,962.32	\$6,093.36	
PART NUMBER			SVC-CP-MX5-T-AC	SVC-CP-MX5-T-AC	SVC-CP-MX5-T-AC	
Professional Services						
51	12	2 weeks onsite to install Juniper Microwave Backbone per SOW - T&E not included but not exceeding 500.00 per day. Actual cost will be submitted after completion of project	\$17,640.00	\$27,200.00	\$18,000.00	
PART NUMBER						
52	5	1 Week Knowledge Transfer and Training (Per day)	\$13,125.00	\$4,800.00	\$9,000.00	
PART NUMBER						

NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

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APPROVED BY: ____/S/____

DATE: 3/28/2012



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011

Solicitation #: 2012-056

Project Name: Juniper Network Switches

Department: Information Technology

			BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
Spare Optics						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
53	1	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable)	\$302.29	\$264.65	\$150.10	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
54	1	Small Form Factor Pluggable 1000Base-LX Gigabit Ethernet Optic Module (For single mode fiber)	\$761.20	\$666.65	\$378.10	
PART NUMBER			SFP-1GE-LX	SFP-1GE-LX	SFP-1GE-LX	
	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (MultiMode Fiber)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	
55	1	10GE pluggable transceiver, 850nm for 300m transmission (Connecting from Juniper to both Nexus 7000) (Multimode)	\$2,295.11	\$2,010.00	\$1,140.00	
PART NUMBER			XFP-10G-S	XFP-10G-S	XFP-10G-S	
56	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (SingleMode up to 40Km)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	
TOTAL:			\$561,764.54	\$499,670.22	\$299,054.96	

APPROVED BY: ____/S/____

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CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011
Project Name: Juniper Network Switches

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Department: Information Technology

	BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
	TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
PAYMENT TERMS:	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS	
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
BIDDER'S PROMISED DELIVERY: Within ____ consecutive calendar days	14	14	14	
IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR REJECTION OF THE BID.				
BIDS SOLICITED: 16 BIDS RECEIVED: 3 BIDS LOCAL: 12 NO BIDS: 1				

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APPROVED BY: ____/S/____

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